

RJ REYNOLDS

TOBACCO COMPANY

July 29, 1997

RJR Account #315288
 Mr. B. Gramore
 DOWLINGS, INC.

W. K. MACLEOD
 Region Operations Mgr

180 Lawrence Bell Drive
 Suite #108
 Williamsville, NY 14221
 (716) 634-8232
 Fax (716) 634-3145

DORAL BUY ONE CANTON GET 5 PACKS FREE / PROMOTION #701948

Dear Bud:

DORAL pre-sleeved ~~gratia~~ product (6M), along with Doral Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. R. J. Reynolds' sales personnel will assemble offers at store level.

DORALGRATIS BRAND STYLE	GRATIS UPC Code	# (6M) Gratia Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	# (12M) Live Cases
Light 100	12300-21776	2	Light 100	12300-16212	2
FF 100	12300-21776	1	FF 100	12300-16312	1
Man Lt 100	12300-21858	1	Man Lt 100	12300-16612	1
UN Lt 100	12300-21850	1	UN Lt 100	12300-16712	1

Product PO #

Product / Premium Arrival:

Ship Date to Retail:

EFT \$ Amount:

Non-EFT \$ Amount:

August 19, 1997

Week of: August 25, 1997

\$2,772.14

\$N/A

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$9.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$45.00 (5 (12M) case(s) @ \$9.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
 Promotional Coordinator / 1610

/jc

cc: R. Tanohyk

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1C35.DOC

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09/25/97

ACCOUNT NUMBER: 315288	DOWLINGS INC.
VOUCHER NUMBER: 15371523	92 CATAMOUNT DR.
DATE WRITTEN: 09/25/97	BOX#1002
STATUS: PAID	MILTON , VT 5468
AMOUNT PAID: 45.00	SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	5.00	45.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - RT

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